

## Message Text

UNCLASSIFIED

PAGE 01 MONTRE 00113 212012Z

62

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

----- 113567

R 211751Z JAN 75

FM AMCONSUL MONTREAL

TO USDOC WASHDC

INFO SECSTATE WASHDC 5864

UNCLAS MONTREAL 0113

E. O. 11652: N/A

TAGS: BGEN, CA

SUBJ: PRIVATE TRADE OPPORTUNITY (COUNTRY COMMERCIAL PROGRAM)

1. 122/04/P0041

2. 012175

3. E. TOLMAN

4. 122 CANADA

5. A D

6A. WRITE OR CALL --

6B. ROGER CHARBONNEAU, PRESIDENT

6C. LABORATOIRES ANGLO-FRENCH

4085 RUE GRIFFITH

ST. LAURENT, MONTREAL, QUEBEC, CANADA

7. TELEPHONE: (514) 731-3507

8. --

9. 111-112

9A. EXCLUSIVE AGENT DISTRIBUTORSHIP

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10 DESCRIPTION:

28341XX-0000. PHARMACEUTICAL PREPARATIONS, NEOPLASMS, ENDOCRINE,  
METABOLIC  
28342XX-0000. PHARMACEUTICAL PREPARATIONS, CENTRAL NERVOUS SYSTEM  
28343XX-0000. PHARMACEUTICAL PREPARATIONS, CARDIOVASCULAR  
28344XX-0000. PHARMACEUTICAL PREPARATIONS, RESPIRATORY  
28345XX-0000. PHARMACEUTICAL PREPARATIONS, DIGESTIVE, GENITO-  
URINARY  
28348XX-0000. PHARMACEUTICAL PREPARATIONS, PARASITIC AND INFECTIVE  
28312XX-0000. DRUGS, VACCINES  
28313XX-0000. DRUGS, ANTITOXINS

LABORATOIRES ANGLO-FRENCH, ESTABLISHED IN QUEBEC IN 1919, IS A  
WELL-ESTABLISHED CANADIAN DISTRIBUTOR OF ETHICAL PHARMACEUTICAL  
SPECIALTIES AND HOSPITAL MEDICAL SUPPLIES. ANNUAL SALES VOLUME  
OVER DOLS ONE MILLION. MARKETING TERRITORY: ALL OF CANADA,  
THROUGH A NETWORK OF WHOLESALERS. SALES FORCE CONSISTS OF  
10 MEDICAL REPRESENTATIVES. MAINTAINS SCIENTIFIC DEPARTMENT TO  
APPRAISE PRODUCTS PRIOR TO UNDERTAKING DISTRIBUTION. SAME  
DEPARTMENT ALSO ACTS AS COORDINATOR BETWEEN CLINICIANS AND FOREIGN  
LABORATORIES WHEN CLINICAL INVESTIGATIONS AND CERTIFICATES  
OF COMPLIANCE ARE REQUIRED FOR THE MARKETING OF A NEW DRUG IN  
CANADA. PROVIDES TECHNICAL TRAINING TO ITS REPRESENTATIVES.

LABORATOIRES ANGLO-FRENCH IS PRESENTLY THE SOLE AGENT FOR ONE  
AMERICAN AND FOUR EUROPEAN LABORATORIES BUT IT DESIRES TO EXTEND  
THE RANGE OF PRODUCTS WHICH IT PRESENTLY SELLS TO MEDICAL AND  
HOSPITAL CLIENTELE. IT IS ESPECIALLY INTERESTED IN THE  
FOLLOWING LINES:

1) ETHICAL PHARMACEUTICAL SPECIALTIES, ESPECIALLY FORMULAE  
CONTAINING ONE ACTIVE INGREDIENT (BUT NOT VITAMIN PRODUCTS)

2) MEDICAL HOSPITAL SUPPLIES INCLUDING SUCH ITEMS AS SYRINGES,  
DISPOSABLE CATHETERS, URINE BAGS, BANDAGES FOR DRESSINGS,  
ETC.  
HARPER

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## Message Attributes

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